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Malaysia

Solid Wood Products

Annual

2000

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Report Highlights:
1999 was a year of recovery for the Malaysia timber industry. Production of all the four major timber products recorded positive growth. Export earnings from the timber sector rose 20 percent to US$4.5 billion. Increase in imports of US softwood lumber and hardwood veneer more than offset the decline in US hardwood lumber imports. The 2000 outlook for the Malaysian furniture/interiors sector is bright. With cut-backs in local log production, American wood suppliers must move aggressively to penetrate the market.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
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Executive Summary

1999 brought many cheers to the Malaysian timber industry as optimism returned to the market. Production of all the four major timber products (namely logs, lumber, plywood and veneer) recorded positive growth. The impressive performance of the Malaysian furniture/interiors sector benefitted US temperate wood products. Increase in imports of US softwood lumber and hardwood veneer more than offset the decline in US hardwood lumber imports. However, US's competitors, particularly New Zealand and Germany, are moving aggressively into the softwood market.

With the Asian economies recovering, Malaysian timber product exports are expected to remain buoyant over the next two years. Timber demand from East Asia and Europe is expected to remain high. The only limiting factor is the cut-back in domestic logging activities in line with the International Tropical Timber Organization (ITTO)'s Year 2000 objective.

The Malaysian furniture/interiors sector remains a shining star with export earnings topping RM3.9 billion in 1999; the outlook is bright with a projected 10-15 percent annual growth in export earnings until year 2005. Interest in utilizing temperate hard/soft wood in this sector is very encouraging. Considering the growing competition, American wood product suppliers must be price competitive and move aggressively into the Malaysian market in order to increase market share.

Export earnings from the timber sector rose 20 percent to RM17.1 billion (US$4.5 billion) in 1999. The timber product sector remained as the second commodity export earner after palm-based products (see table below). With the rapid development of down stream activities, earnings from wood panel and furniture exports have far surpassed those from logs and lumber.

Malaysia's Export Earnings by Major Commodities
(RM billion)

	1997	1998	1999
Total Exports of which,	221.4	286.6	321.2
Timber Products 1/	14.7	14.2	17.1
Palm Oil/Palm Based Products	14.1	22.7	19.5
Petroleum Products	9.9	10.1	13.3
Rubber	3.0	2.8	2.3
Cocoa (Bean/Butter)	0.5	0.6	0.5

1/ includes wooden/rattan furniture

Malaysia: Export of Major Timber Products, January-December 1998-99
(FOB Value in RM million)

PRODUCTS	Peninsular Malaysia		Sabah		Sarawak		Malaysia	
	1998	1999	1998	1999	1998	1999	1998	1999
Logs	0	na	165	354	1715	2328	1880	2682
Lumber	929	1108	828	964	799	748	2556	2820
Plywood	295	353	1306	1177	1949	2521	3551	4051
Veneer	17	16	185	417	405	462	607	895
Molding	387	481	294	269	65	75	745	825
Dressed Timber	179	192	na	na	na	na	179	192
Woodchips	na	na	na	na	12	25	12	25
Chipboard	119	120	na	11	na	39	119	170
M.D.Fibreboard	591	634	na	na	na	105	591	739
Building Joinery	na	na	na	na	na	na	662	715
Wooden Furniture	na	na	na	na	na	na	3246	3900
Rattan Furniture	na	na	na	na	na	na	86	61
Grand Total	2517	2904	2778	3192	4945	6303	14234	17075

Key Economic Indicators for Malaysia
(Value in US$ million unless otherwise specified)

	1998	1999	2000(f)
Income, Production, Employment:			
Population (millions)	22.18	22.7	23.3
GDP in 1978 Prices	46,513	50,579	53,526
Percent Growth	-7.5%	5.4%	5.8%
GDP at Current Prices	72,570	78,864	84,672
Percent Growth	0.9%	5.3%	7.4%
Per Capita GDP (Curr. US$)	3,272	3,473	3,642
Official Unemployment Rate	3.2%	3.0%	2.9%
Money and Prices:			
Inflation (CPI)	5.3%	2.8%	3.2%
Average Commercial Rate	12.13%	8.56%	7.79%
Balance of Payments:			
Merchandise Exports (FOB)	71,925	83,078	92,184
Merchandise Imports (FOB)	54,321	61,105	70,237
Exchange Rate (avg., per US$)	3.92	3.80	3.80

Sources: Bank Negara Annual Report 1999/00 MInistry of Finance Economic Report 1999/00 and US Embassy Estimates.

Exchange rate
1998 average: US$1.00 = RM3.92
1999 average: US$1.00 = RM3.80

2000 (June) : US$1.00 = RM3.80

Production Section

Forest Situation

--The Forest Resource Base

Natural Forest

The total area of natural forest in Malaysia at end of 1999 was estimated to be 18.4 million hectares or 55% of the total land area. The proportion of forested land is higher in Sabah and Sarawak than in Peninsular Malaysia.
Approximately, 5.9 million hectares (MH) are located in Peninsular Malaysia, 8.3 MH in Sarawak and 4.2 MH in Sabah. While some forest land has been converted to agricultural land in Sarawak, some agricultural land in Sabah and Peninsular Malaysia has been reverted to forest land.

Of the total natural forest, Malaysia has a total of 15.9 million hectares of forested land designated as the Permanent Forest Estate (PFE) which is under sustainable management. Approximately 11.4 million hectares of the Permanent Forest Estate are production forest with the remaining 4.5 million hectares being protection and non-commercial forest.

Plantation Forests

Total planted forests in the country amounted to 297,000 hectares by the end of 1999. The State of Sabah leads in planted forest with Sabah Forest Industries having 118,000 hectares in order to supply raw material for its pulp and paper mill. The State of Sarawak has issued 15 planted forest licenses covering 1,130,644 hectares. In 1998, Borneo Pulp and Paper Sdn. Bhd. (BPP) was the first company in Sarawak to embark on a planted forest venture to gear itself towards building a world-scale pulp and paper industry in the State. A total of 200,000 hectares of land would be planted with *acacia mangium* trees to ensure a sustainable supply of fiber to its Bintulu pulp mill. Ta Ann Holdings Bhd has ventured into a large-scale commercial reforestation project involving genetically-improved timber species and rubber trees to ensure the sustainability of log supply. About 100,000 hectares in Sibu and Kapit, mostly in existing concession areas belonging to its two subsidiaries, have been identified and a sum of RM30 million has been set aside for the purpose. Timber and oil palm are being cultivated in the ratio of 4 to 1 as permitted by the state in an area covering more than 16,000 hectares.

Agro-forestry

The government has proposed under the New Agriculture Policy that agro-forestry be used to address some issues related to timber, non-timber and food production. In the Malaysian context, agro-forestry is defined as an integration of forest species with agricultural crops and/or animal rearing (for example, sheep, cattle and deer). This is aimed at maximizing land use and providing sustainable higher income and early cash flow to farmers and plantations since the development of forest plantations requires a large capital investment and

involves higher economic risk. Some examples agro-forestry design are as follows:
i) oil palm/rubber + short-term crops + forest species (including medicinal plant)
ii) oil palm/rubber + short-term crops + animal rearing (such as poultry and sheep) + forest species
iii) paddy + duck rearing/vegetable farming + forest species on bunds.

Sustainability of the Forest Resources

As a leading exporter of tropical timber products, Malaysia has decided to undertake the task of timber certification for the dual purpose of meeting market requirements as well as using the process to audit its forest management practices. The National Timber Certification Council (NTCC) has finalized the Malaysian Criteria, Indicators, Activities and Standards of Performance for Forest Management Certification (MC&I) and follow-up measures are being taken to prepare the assessment procedures. In an effort to train potential local assessors in forest management certification, the NTCC Malaysia and SmartWood Program, with financial assistance from Deutsche Gesellschaft fur Technische Zusammenarbeit, jointly organized the first Assessor Training Program on Forest Certification for Southeast Asian Countries on 20-24 March, 2000 at the Terengganu Timber Industry Training Centre, Kuala Berang. The MC&I and Assessment procedures serve as reference documents in future training programs being planned by NTCC Malaysia for auditors from potential assessor companies and organizations. NTCC hopes to complete the whole exercise, which includes forest management assessment and chain-of-custody assessment, from the forest to the point of export, by the end of 2000.

Timber Products

--Production Trends

With the crisis ridden Asian economies showing definite signs of recovery, confidence and optimism have returned to the Malaysian timber industry. Production of all timber recorded positive growth. In contrast to the big plunge in 1999, Malaysia's total roundwood production rose slightly to 21.7 million cubic meters (cum) in 2000. Malaysia's output of lumber also rose by 3 percent to 5.2 million cum in 1999. Malaysia’s plywood production increased four percent to 4.1 million cum while veneer production rose 32 percent to 1 million cum in 1999.

The outlook for log production in 2000 is for a decline in line with the various state governments’ moves to gradually lower production quotas year by year. In its effort to regenerate the forest, the Sabah state government endeavors to reduce logging for the next 10 years. The Sarawak state government is also committed to cut back logging to meet ITTO’s Year 2000 objective. The expected drop in log output will have a negative impact on output of lumber and plywood in the near term.

Market Section

--Construction Sector

Industry Outlook

The Malaysian construction sector contracted moderately at 5.6% in1999, compared with a sharp decline of 23% in 1998. The improvement was particularly evident when a positive annual growth of 1.8% was recorded during the second half of the year. Construction activity was supported mainly by the implementation of infrastructure projects under the fiscal stimulus package, as well as housing development in response to strong demand and low interest rates. However, growth of the construction sector continued to be constrained by the oversupply of commercial buildings and poor demand for high-end residential properties.

In contrast to the nosedived economy in 1998, Malaysia is on the way to be one of the fastest growing economies in the world. The Government had announced the relaunch of the Express Rail Link to the new Kuala Lumpur International Airport, the People Mover-Rapid Transit System, and the new Pantai Expressway.
The 1999/2000 budget allocated US$1 billion for the development of infrastructure, particularly for the construction of roads, bridges, rail, seaports and civil aviation facilities. However, it will still take some time to clear the oversupply situation of hotels, condominiums, office space and shopping complexes.

Market Impediments

Given the fact that Malaysia is one of the largest producers of hardwood in the world, USwood products are unlikely to penetrate into the Malaysian construction sector. Moreover, Malaysia is in close proximity to timber-rich countries like Indonesia and Papua New Guinea.

Market Opportunities

Unless the timber resources in Malaysia, Indonesia and P.N.Guinea are exhausted, market opportunities for US wood products in the construction sector are extremely limited.

--Furniture/Interiors Sector

Industry Outlook

The Malaysian furniture/interiors sector continued to achieve impressive growth. In 1999, another 9,547 condominium/apartment units and a total lettable area of 854,000 sq meters (office and retail) were completed in and around Kuala Lumpur. In addition, 97 new hotels/resorts were completed with 22,662 rooms in the country. New hotels/resorts are under construction in new growth areas near to the new Kuala Lumpur International Airport and the new and modern seaport named Westport. The GOM is in the amidst of building a new Administrative Center at Putrajaya. The whole place, with impressive governmental and residential buildings, a grand mosque and recreational facilities, is turning into a brand new city. All these developments provide tremendous opportunities for the expansion of the furniture/interiors sector and the increased usage of US hardwood.

Supply of Office Space, Retail Space, Condominiums and Apartments in Klang Valley[1]

	Office Space		Retail Space		Condominiums & Apartments
	Square metres	Occupancy rate (%)	Square metres	Occupancy rate (%)	Units
1991	12,331	96.7	17,502	92.0	13,560
1992	39,825	97.2	58,910	94.2	3,768
1993	332,246	91.5	130,345	97.3	18,232
1994	192,808	94.3	117,340	98.5	9,331
1995	362,851	94.9	341,091	96.1	17,822
1996	296,742	95.5	136,964	92.8	14,568
1997	869,394	94.9	362,574	90.5	5,473
1998	873,346	79.8	395,328	59.5	14,151
1999	795,750	76.2	58,486	76.6	9,547

[1] Refers to Kuala Lumpur & Selangor D.E.

Source: Valuation and Property Services Department

Supply of Hotel Rooms in Malaysia

Year	No. Of new Hotels	No. of new Rooms	Year-end Hotel Total	Year-end Room Total
1992	36	7,305	1,043	54,928
1993	47	6,077	1,090	61,005
1994	38	4,902	1,128	65,907
1995	92	10,466	1,220	76,373
1996	69	9,141	1,289	85,514
1997	122	27,832	1,411	113,346
1998	54	9,351	1,465	122,697
1999	97	22,662	1,562	124,259

Malaysia is the top exporter of furniture among the ASEAN region with export earnings increasing by 20 percent to RM3.9 billion (US$1.02 billion) in 1999. During 1999, the United States continued to be the largest single market for Malaysian wooden furniture (37 %), followed by Japan (14%), Singapore (9%) and United Kingdom (9%). There was also a significant market diversification with local furniture-related products exported to 176 countries last year as compared with 142 in 1998.

The furniture industry is pursuing its strategy of producing more competitive products for the international market. In order to stay ahead of its low-cost competitors such as China and Vietnam, some Malaysian furniture makers have started joint ventures in Burma, Indonesia and China to manufacture components or semi-finished products which could be assembled and finished into final products in Malaysia.

The sixth annual Malaysian International Furniture Fair (MIFF) 2000, held in Kuala Lumpur in early March 2000, showcased the best of Malaysian manufactured furniture. With 290 exhibitions occupying 35,000 sq. meters of exhibition space, MIFF 2000 attracted 17,566 visitors, of which 5,663 were international buyers from 113 countries. RM1.83 billion in sales, recording a 17 per cent increase from the preceding year, was generated at the show. The furniture industry projects an average annual growth of 10-15 percent from 1998 to the year 2000. Export earnings from furniture are expected to reach RM6 billion (US$1.6 billion) in 2000 and RM10 billion (US$2.6 billion) by 2005.

Malaysia: Exports of Wooden Furniture
(in million RM)

	1997	1998	1999
USA.	970	1,270	1,452
Japan	466	509	565
Singapore	257	279	342
United Kingdom	107	214	337
Australia	116	169	267
Canada	54	89	95
U.A.E.	52	87	93
Taiwan	56	74	45
Hong Kong	68	55	52
Saudi Arabia	39	54	70
Others	282	446	582
– Total	2,467	3,246	3,900

Market Impediments

Malaysian imports of temperate hardwood lumber dropped 19 percent in 1999 and imports from the US showed a 34 percent decline. There had been a shift from using temperate hardwood lumber to temperate hardwood veneer, resulting in imports of US veneer recording a hefty growth of 36 percent in 1999. Austria, Denmark, Sweden and China were the top competitors. Imports from Canada suffered a significant drop.

Imports of softwood lumber doubled to 47,000 cum in 1999. While imports from the US rose 25 percent, its market share was down by 19 %. New Zealand was the biggest gainer with sales quadrupling over the year, while Austria re-emerged as a formidable competitor. South Africa, Germany and Sweden also managed to increase sales to Malaysia.

Lack of knowledge of US hardwood and softwood is still a constraint, especially the technical application of popular US hardwoods in making furniture and flooring in Malaysia. There is also still a need to reach a wider range of potential users such as housing, shopping, restaurants and hotel/resort developers.

Market Opportunities

Much of the success of the Malaysian furniture industry is directly attributable to coupling cheaper native woods, such as rubberwood, with high-value veneers from the US. Strong increases in market shares of US temperate hardwood veneer in past years confirms this trend. As Malaysia aims to be among the top ten furniture exporters in the world by 2005, the US wood industry, if properly positioned, would largely benefit from the realization of such a vision.

The American Hardwood Export Council (AHEC) has done a commendable job of increasing the awareness of US hardwoods in Malaysia. Their main activities including educational programs for the furniture industry, seminars, trade shows and convention, are highly relevant in assisting US expansion in this region. It may also be appropriate to conduct a seminar dealing with the technical application of popular US hardwoods in making furniture and flooring in Malaysia. Post also feels that US wood suppliers should participate at trade shows to make direct contact with local furniture manufacturers. Without concerted marketing efforts, US market share will be slowly eroded by aggressive competitors.

Coming events which provide opportunities for US associations and firms to be involved are as follows:

-1) The Malaysian Timber Marketing Convention, which has been scheduled for 28-29 September 2000 is the meeting point for buyers and timber industry players from all four corners of the globe. Some 325 participants attended the Convention held in 1999. In conjunction with the Convention, opportunities are available for product exhibition. (For details, please e-mail mtmc@mtc.com.my)

-2) The Malaysian International Furniture Fair (MIFF) 2001 is scheduled to be held on 6-10, March 2001. MIFF is becoming a premium furniture fair in the region. This export-oriented exhibition, showcasing the latest design for the world-wide market, represents the largest collection of Malaysian furniture for the global market. It accounts for about 30 percent of Malaysia's total annual furniture exports. However, MIFF generally does not offer exhibition space to foreign timber associations or timber trading companies. AHEC SEA was the only timber association to have the privilege of participating in MIFF 2000. (For details, please e-mail info@miff.com.my)

Post has proposed to recruit 5 to 6 Malaysian importers and users of US wood products to form a buying team to visit US suppliers of lumber, veneer and dimension products and learn more about technical applications. This will complement AHEC's program for the region. The purpose of the trip is to enhance the team's knowledge of US products and to increase their individual network of US wood suppliers.

Malaysia: Imports of Temperate Hardwood Lumber
(cubic meter)

	1997	1998	1999
USA.	9,426	17,853	11,719
Austria	943	2,063	3,527
Denmark	1,043	2,396	3,346
Sweden	1,245	1,486	2,544
China	2,786	2,334	2,218
Canada	2,221	3,448	1,589
Australia	2,852	902	991
New Zealand	146	552	880
Germany	3,327	445	415
Finland	175	0	230
Taiwan	1,738	771	1
Japan	932	0	1
S.Africa	57	0	0
Netherlands	415	768	0
Switzerland	1,826	697	0
Cambodia	0	0	0
India	52	0	0
Geogia	0	0	0
Burma	7	0	0
Guyana	4	0	0
France	262	0	0
Poland	104	0	0
Belgium	0	0	0
Romania	40	0	0
Singapore	9,116	0	0
Russian	106	0	0
Italy	2,599	0	0
Indonesia	50	0	0
U.K.	53	0	0
Hong Kong	2,220	0	0
Dominica	28	0	0
Ghana	56	0	0
--Total	43,829	33,715	27,461

Note: 1/ 1997 imports include transshipment via Singapore
Malaysia: Imports of Temperate Softwood Lumber
(Cubic Meter)

	1997	1998	1999
USA.	13,510	11,876	14,838
New Zealand	1,371	2,022	8,462
Austria	2,014	0	3,971
South Africa	1,482	497	3,818
Germany	72	1,081	3,369
Sweden	979	1,339	2,926
Australia	1,117	1,005	1,979
Switzerland	696	854	1,917
Canada	2,385	1,739	1,196
China	683	954	1,178
Denmark	307	733	1,177
France	0	0	1,000
Netherlands	41	119	639
Finland	31	310	335
Taiwan	270	518	253
U.K.	3	247	0
Russian	163	0	0
Belgium	89	0	0
India	3,000	0	0
Japan	69	0	0
Burma	20	0	0
-- Total	28,302	23,294	47,058

--Materials Handling Sector

Industry Outlook

Materials handling is very much tied to the manufacturing sector. In 1998, manufacturing output rose by a slower pace. Apart from semiconductors and television sets and plywood, other output that requires packaging registered negative growth.

Manufacturing Production: Selected Indicators

	Output	Change in %	
	1999	1998	1999
Integrated circuits (million units)	14,878	-7.5	28.0
Semiconductors (million units)	9,959	20.4	11.3
Television sets ('000 units)	7,611	3.4	-5.3
Room air-conditioners ('000 units)	1,147	-38.9	-11.3
Household refrigerators ('000 units)	194	-17.3	-5.8
Plywood ('000 cu. meter)	3,701	-18.6	0.8
Veneer sheets ('000 cu. meter)	1,255	-9.7	9.9
Source: Department of Statistics			

Market Impediments

Malaysia has an ample supply of low-priced timber for making packaging, pallets, and crates. Furthermore, there are plenty of saw tailings for this sector.

Market Opportunities

For the near term, market opportunities for US products are essentially nil.

--Export Sector

Industry Outlook

1999 was a recovery year with export earnings for all timber products recording positive growth. The main contributing factors are the recovering Asian economies and the increase in demand from Europe and the States. Malaysia's exports of hardwood logs rose 25 percent in 1999. Japan, China and Taiwan were the top three buyers of Malaysian logs, accounting for 70 percent of total log exports in 1999. India's imports of Malaysian logs also recorded a significant increase. Exports of lumber increased three percent in 1999, with Thailand, the Netherlands, Philippines, Japan and Singapore being the top five markets (55 percent of total lumber exports). With the exception of Taiwan, all major lumber markets increased their imports of Malaysian lumber. Due to the oversupply situation in the global market, exports of plywood were down 8 percent in 1999; Japan and the US were the predominant buyers. However, exports of veneer rose 31 percent with most of the increase going to China and the Philippines.

Malaysian timber product exports are expected to remain buoyant over the next two years. Timber consumption in Japan is expected to rise as demand from its housing and construction industry is poised to increase given the US$19 billion allocation to housing loans. The Chinese Government's plan to step up housing construction has increased its total panel consumption. In Europe, too, housing starts were picking up due to the improved economic situation and increased consumer confidence.

For the near term, Malaysia is also giving more attention to the following countries:
a) South Korea - With signs of a strong economic recovery in South Korea, Malaysia is optimistic that trading levels will recover to pre-crisis volumes. Malaysia had been a significant hardwood products supplier to South Korea particularly for lumber, plywood , moldings and buildings carpentry and joinery. It has also made progressive inroads into the furniture market.

b) West Asia - As a follow-up to the trade mission to the Middle East (U.A.E., Saudi Arabia and Egypt), Malaysia aims to diversify market and increase the utilization of Malaysian timber and timber products in these countries. Malaysian furniture manufacturers are encouraged to enter into joint-ventures with Turkish companies to take advantage of the relatively cheap and abundant labor in Turkey to manufacture furniture which could be exported duty-free to the EU countries. Since Turkish companies have a lot of experience in trading with the Russian and Ukraine markets as well as the Central Asian Republics, another area of cooperation could be engaging Turkish furniture companies as agents to penetrate into these markets.

c) Netherlands - The growing demand for certified timber provides a good opportunity for Malaysia's timber products to regain their market share in the Netherlands following adverse and negative public reaction towards tropical timber stirred up by environmental non-governmental groups (ENGO's) in Europe. The creation of the National Timber Certification Council, Malaysia, to implement the certification of Malaysia's timber further proves that Malaysia is committed to its sustainable forest management policy. Malaysia sees good prospects in the supply of door and window frames, joinery and flooring to the Netherlands.

d) Poland - Poland offers prospects for the establishment of joint ventures between foreign and Polish timber-based companies to manufacture timber products such as furniture, flooring and panel products for both the domestic and export markets such as the EU and other European nations. Since Poland is an associated member of the EU, European Free Trade Association (EFTA) and the Central Europe Free Trade Association (CEFTA) and has close linkages with Russia, Ukraine and the former Soviet Republics, exports of timber-based products from Poland to these markets will enjoy preferential treatment. Malaysian exporters are encouraged to increase their promotional and marketing efforts to this market by participating at the annual Polish Fair for Furniture and Furnishing at Poznan.

Competitor Activities

The Malaysian Timber Council (MTC) together with the Malaysian Timber Industry Board (MTIB) in Peninsular Malaysia, the Sarawak Timber Industry Development Corporation (STIDC), and the Timber Association of Sabah are involved in efforts to promote the usage of Malaysian timber products. In 1999/2000, MTC participated in various exhibitions in Shanghai (Furniture China 99), Dubai (Index 99), Paris (International Furniture Exhibition), United States (High Point & Chicago NBPE) and Cologne (Spoga Fair), Neremberg (Fensterbau), Sharjah, UAE (Gulf Interior Fair), Birmingham (INTERBUILD), Berlin (Bautec 2000) and Sao Paulo (Home Brazil 2000).

Trade missions were sent to the United Emirates, Saudi Arabia, Egypt, and Belgium. The annual Malaysian International Furniture Fair is fast becoming an important venue for the promotion of Malaysian furniture. Some RM1.83 billion in sales were clinched at the last Fair held at Kuala Lumpur in March, 2000.

Malaysian Timber Council (MTC)'s regional marketing office in Dubai was officially opened on October 6, 1999. The purpose of the Dubai office is to strengthen marketing efforts in the Middle East and to cover markets like Kuwait, Yemen, Saudi Arabia. The UAE also serves as a gateway to markets in East and South Africa and Central Asia.. MTC has also established regional offices in London and Shanghai.

The following table provides a list of fairs and exhibitions which MTC intends to participate for the rest of 2000:

Jul 10 - Jul 13	China International Building & Decoration Fair 2000, Guangzhou, China
Jul 16 - Jul 19	International Building Materials & Equipment Exhibition INTERBUILD, Melbourne, Australia
Aug 13 - Aug 16	National Building Products Exposition, Chicago, USA
Aug 23 - Aug 26	INTERBUILD Africa 2000, Johannesburg, South Africa
Sep*	Belgium Timber Day, Brussels, Belgium
Oct 4 - Oct 8	INDEX 2000, Dubai, UAE
Oct 28 - Nov 1	Saudi Build 2000, Riyadh, Saudi Arabia

Dec*	Dutch Timber Day, Utrecht, The Netherlands
Dec*	China Building 2000, Beijing, China

* Exact dates to be confirmed

Revised Levy for Timber Exports

The GOM has revised the export cess rates by RM5.00 per cubic meter on export of timber products from Peninsular Malaysia effective March 1, 2000. The rates were last revised in May,1998. Two other timber products, particleboard/chipboard and blockboard, including battenboard and laminated board have been included in the list with a cess of RM2.00 per cubic meter.

A ban has been imposed on the export of finger-jointed and /or laminated roughsawn timber in order to increase the supply of timber for the domestic processing sector, especially the furniture sector.

The revised rates are provided on page 17.

Revised Export Cess Rates for Peninsular Malaysia

	Timber Products	Rates
(a)	Logs (only certain specie permitted for export)	RM5.00 per cubic meter or part thereof
(b)	Sawn timber or lumber (all sizes of Chengal, Damar Minyak, Nyatoh, Kembang Semangkok and Red Balau)	* RM255.00 per cubic meter or part thereof, either kiln-dried (KD) or air-dried (AD) sawn timber
(c)	Sawn timber (all sizes of Rubberwood)	* RM125.00 per cubic meter or part thereof, either kiln-dried (KD) or air-dried (AD) sawn timber
(d)	Timber strips (of Jelutong, Dark Red Meranti, Light Red Meranti and Red Meranti)	* RM125.00 per cubic meter or part thereof, either kiln-dried (KD) or air-dried (AD) sawn timber
(e)	Sawn timber (all sizes and species other than of species referred to in items (b), (c) and (d))	RM5.00 per cubic meter or part thereof
(f)	Dressed timber (S4S), E1E, E2E, E3E and E4E of Rubberwood and Chengal	* RM 125.00 per cubic meter or part thereof
(g)	Dressed timber (S4S), E1E, E2E, E3E and E4E of species other than Rubberwood and Chengal	RM5.00 per cubic meter or part thereof
(h)	Moldings	RM5.00 per cubic meter or part thereof
(i)	Veneer (2 mm thick and less)	RM5.00 per cubic meter or part thereof
(j)	Veneer (more than 2 mm thick)	* RM255.00 per cubic meter or part thereof
(k)	Plywood	RM5.00 per cubic meter or part thereof
(l)	Blockboard including battenboard and laminboard	RM2.00 per cubic meter or part thereof
(m)	Particleboard/Chipboard	RM2.00 per cubic meter or part thereof

(n)	Railway sleepers and crossing, transmission posts, unassembled pallets, fine-ripped door stiles, agriculture stakes, cross-arms, stiffeners for flakeboard, railway crossings,fenders and walings from species other than species referred to in items (b) and (c)	RM5.00 per cubic meter or part thereof

Note: * Inclusive of export levy rates which remain unchanged.

Trade Section

Trade Overview

Malaysia: Exports of Tropical Hardwood Logs, 1998
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
Japan	0	144	2081	2225
Taiwan	0	31	939	970
China	0	140	601	741
India	0	21	719	740
Hong Kong	0	19	371	390
South Korea	0	57	177	234
Indonesia	0	156	1	157
Thailand	0	7	90	97
Pakistan	0	0	15	15
Turkey	0	0	8	8
Bangladesh	0	0	2	2
Vietnam	0	2	0	2
Singapore	0	0	1	1
Philippines	0	0	1	1
-- Total	0	577	5006	5583

Malaysia: Exports of Tropical Hardwood Logs, 1999
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
Japan	0	212	2,072	2,284
China	0	382	1,288	1,670
Taiwan	0	58	862	920
India	0	11	830	841
Hong Kong	0	10	430	440
South Korea	0	73	321	394
Indonesia	0	253	0	253
Thailand	0	30	68	98
Philippines	0	22	40	62
Pakistan	0	0	18	18
Vietnam	0	6	3	9
Bangladesh	0	0	2	2
Saudi Arabia	0	0	2	2
Singapore	0	1	1	2
U.A.E.	0	0	1	1
Maldives	0	0	1	1
Australia	0	0	1	1
-- Total	0	1,058	5,940	6,998

Malaysia: Exports of Tropical Hardwood Lumber, 1998
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	7	1	7	15
Thailand	128	104	128	360
Taiwan	13	52	208	273
Netherlands	175	86	7	268
Singapore	129	18	116	263
Japan	40	155	41	236
Philippines	1	68	147	216
Hong Kong	32	59	41	132
China	7	25	93	125
South Korea	5	52	48	105
Yemen Rep. of	24	18	63	105
Others	268	164	174	604
-- Total	829	802	1073	2702

Malaysia: Exports of Tropical Hardwood Lumber, 1999
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	8	3	7	18
Thailand	218	119	153	490
Netherlands	178	88	6	272
Philippines	4	83	183	270
Japan	47	177	36	260
Singapore	172	11	66	249
Taiwan	6	44	161	211
South Korea	9	71	64	144
China	14	43	82	139
Hong Kong	10	62	48	120
Yemen Rep. of	26	6	35	67
Others	282	144	122	548
-- Total	974	851	963	2788

Malaysia: Exports of Tropical Hardwood Veneer, 1998
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	0	3	7	10
China	2	59	220	281
Taiwan	0	46	106	152
Hong Kong	6	30	65	101
Japan	0	25	42	67
Philippines	0	7	54	61
South Korea	0	5	41	46
Thailand	0	2	2	4
Netherlands	0	2	0	2
Singapore	0	1	0	1
Others	2	1	0	5
-- Total	10	181	537	730

Malaysia: Exports of Tropical Hardwood Veneer, 1999
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	0	2	3	5
China	8	238	204	450
Philippines	0	22	138	160
Taiwan	1	76	70	147
Japan	0	33	40	73
South Korea	0	11	61	72
Hong Kong	1	15	29	45
Thailand	0	1	1	2
Singapore	0	2	0	2
-- Total	10	401	546	957

Malaysia: Exports of Tropical Hardwood Plywood, 1998
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	2	71	283	356
Japan	49	325	872	1246
Hong Kong	12	294	360	666
China	13	281	164	458
Taiwan	3	131	82	216
Singapore	90	33	71	194
U.K.	52	38	92	182
South Korea	1	40	64	105
Ireland	8	0	20	28
Yemen Rep. of	0	0	27	27
Brunei	0	0	18	18
Others	35	48	51	134
--Total	265	1261	2104	3630

Malaysia: Exports of Tropical Hardwood Plywood, 1999
(1,000 cubic meters)

Destination	Pen. Malaysia	Sabah	Sarawak	Malaysia
USA.	4	124	318	447
Japan	46	400	1,150	1,597
Hong Kong	9	123	153	285
China	8	72	109	189
Singapore	98	26	52	176
South Korea	2	98	71	171
Taiwan	5	65	99	169
U.K.	41	8	54	104
Yemen Rep. of	0	0	27	27
Thailand	1	8	12	21
Ireland	8	0	11	19
Others	58	17	49	135
-- Total	281	942	2,117	3,340

Tropical Hardwood Logs PS&D Tables

PSD Table						
Country	Malaysia					
Commodity	Tropical Hardwood Logs				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	19000	21741	0	20000	0	19000
Imports	600	639	0	1700	0	2000
TOTAL SUPPLY	19600	22380	0	21700	0	21000
Exports	3000	6998	0	6000	0	5000
Domestic Consumption	16600	15382	0	15700	0	16000
TOTAL DISTRIBUTION	19600	22380	0	21700	0	21000

Tropical Hardwood Logs Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Logs		
Time period	Jan-Dec	Units:	1,000 CUM
Exports for:	1998		1999
US		US	
Others		Others	
Japan	2225	Japan	2284
Taiwan	970	China	1671
China	741	Taiwan	919
India	740	India	840
Hong Kong	390	Hong Kong	439
South Korea	234	South Korea	394
Indonesia	157	Indonesia	253
Thailand	97	Thailand	98
Pakistan	15	Philippines	62
Turkey	8	Pakistan	18
Total for Others	5577		6978
Others not Listed	6		20
Grand Total	5583		6998

Tropical Hardwood Logs Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Logs		
Time period	Jan-Dec	Units:	1,000 CUM
Imports for:	1998		1999
US		US	
Others		Others	
Indonesia	322	Indonesia	578
Burma	12	Burma	18
P. New Guinea	7	P. New Guinea	14
South Africa	5	Thailand	9
Thailand	4	Solomon Island	8
		Gabon	7
		Somalia	5
Total for Others	350		639
Others not Listed			
Grand Total	350		639

Tropical Hardwood Lumber PS&D Table

PSD Table						
Country	Malaysia					
Commodity	Tropical Hardwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	5070	5187	0	4900	0	4500
Imports	530	1177	0	1800	0	2600
TOTAL SUPPLY	5600	6364	0	6700	0	7100
Exports	2100	2788	0	2500	0	2300
Domestic Consumption	3500	3576	0	4200	0	4800
TOTAL DISTRIBUTION	5600	6364	0	6700	0	7100

Tropical Hardwood Lumber Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Lumber		
Time period	Jan-Dec	Units:	1,000 CUM
Exports for:	1998		1999
US	15	US	17
Others		Others	
Thailand	360	Thailand	490
Taiwan	273	Netherlands	271
Netherlands	268	Philippines	269
Singapore	263	Japan	260
Japan	236	Singapore	249
Philippines	216	Taiwan	212
Hong Kong	132	South Korea	143
China	125	China	140
South Korea	105	Hong Kong	120
Yemen Rep. of	105	U.A.E	77
Total for Others	2083		2231
Others not Listed	604		540
Grand Total	2702		2788

Tropical Hardwood Lumber Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Tropical Hardwood Lumber		
Time period	Jan-Dec	Units:	1,000 CUM
Imports for:	1998		1999
US		US	
Others		Others	
Indonesia	343	Indonesia	1120
Thailand	7	Thailand	35
Burma	4	Burma	18
Philippines	2	Philippines	2
Singapore	1	P.New Guinea	1
		Cambodia	1
Total for Others	357		1177
Others not Listed			
Grand Total	357		1177

Temperate Hardwood Lumber PS&D Table

PSD Table						
Country	Malaysia					
Commodity	Temperate Hardwood Lumber				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	0	0	0	0	0	0
Imports	46	27	0	30	0	40
TOTAL SUPPLY	46	27	0	30	0	40
Exports	0	0	0	0	0	0
Domestic Consumption	46	27	0	30	0	40
TOTAL DISTRIBUTION	46	27	0	30	0	40

Temperate Hardwood Lumber Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Temperate Hardwood Lumber		
Time period	Jan-Dec	Units:	CUM
Imports for:	1998		1999
US	17853	US	11719
Others		Others	
Canada	3448	Austria	3527
Denmark	2396	Denmark	3346
China	2334	Sweden	2544
Austria	2063	China	2218
Sweden	1486	Canada	1589
Australia	902	Australia	991
Taiwan	771	New Zealand	880
Netherlands	768	Germany	415
Switzerland	697	Finland	230
New Zealand	552	Taiwan	1
Total for Others	15417		15741
Others not Listed	445		1
Grand Total	33715		27461

Hardwood Veneer PS&D Table

PSD Table						
Country	Malaysia					
Commodity	Hardwood Veneer				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	950	1005	0	1200	0	1300
Imports	0	0	0	0	0	0
TOTAL SUPPLY	950	1005	0	1200	0	1300
Exports	750	957	0	1000	0	1000
Domestic Consumption	200	48	0	200	0	300
TOTAL DISTRIBUTION	950	1005	0	1200	0	1300

Hardwood Veneer Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Veneer		
Time period	Jan-Dec	Units:	1,000 CUM
Exports for:	1998		1999
US	10	US	5
Others		Others	
China	281	China	450
Taiwan	152	Philippines	160
Hong Kong	101	Taiwan	147
Japan	67	Japan	73
Philippines	61	South Korea	72
South Korea	46	Hong Kong	45
Thailand	4	Thailand	2
Netherlands	2	Singapore	2
Singapore	1		
Total for Others	715		951
Others not Listed	5		1
Grand Total	730		957

Hardwood Plywood PS&D Table

PSD Table						
Country	Malaysia					
Commodity	Hardwood Plywood				1000 CUBIC METERS	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		01/1999		01/2000		01/2001
Production	3060	4071	0	4000	0	4400
Imports	50	9	0	10	0	100
TOTAL SUPPLY	3110	4080	0	4010	0	4500
Exports	2610	3340	0	3160	0	3530
Domestic Consumption	500	740	0	850	0	970
TOTAL DISTRIBUTION	3110	4080	0	4010	0	4500

Hardwood Plywood Export Trade Table

Export Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Plywood		
Time period	Jan-Dec	Units:	1,000 CUM
Exports for:	1998		1999
US	356	US	447
Others		Others	
Japan	1246	Japan	1597
Hong Kong	666	Hong Kong	285
China	458	China	189
Taiwan	216	Singapore	176
Singapore	194	South Korea	171
United Kingdom	182	Taiwan	169
South Korea	105	United Kingdom	104
Ireland	28	Yemen Rep. of	27
Yemen Rep.of	27	Thailand	21
Brunei	18	Ireland	19
Total for Others	3140		2758
Others not Listed	134		135
Grand Total	3630		3340

Hardwood Plywood Import Trade Table

Import Trade Matrix			
Country	Malaysia		
Commodity	Hardwood Plywood		
Time period	Jan-Dec	Units:	1,000 CUM
Imports for:	1998		1999
US		US	
Others		Others	
Indonesia	10	Indonesia	9
Total for Others	10		9
Others not Listed			
Grand Total	10		9

STRATEGIC INDICATOR TABLE: FOREST AREA (million hectares/million cum)			
Country:Malaysia			
Report Year:	1999	2000	2001
Total Land Area	32.9	32.9	32.9
Total Forest Area	18.4	18.2	18.0
--of which, Commercial	13.8	13.7	13.5
----of commercial, tropical hardwood	13.8	13.7	13.5
----of commercial, temperate hardwood	na	na	na
----of commercial, softwood	na	na	na
--of forest area, non-commercial	4.6	4.5	4.5
Forest Type			
--Of which, virgin	3.6	3.5	3.3
--Of which, plantation	0.4	0.6	1.0
--Of which, other commercial (regrowth)	14.4	14.1	13.7
Forest Ownership			
--Nationally owned and no commercial access	4.6	4.5	4.1
--Nationally owned, commercial logging permitted	13.5	13.1	12.9
--Other publicly owned land, no commercial access	0.0	0.0	0.0
--Other publicly owned, logging permitted	0.3	0.6	1.0
--privately owned commercial forest	0.0	0.0	0.0
Total Volume of Standing Timber	na	na	na
--Of which, Commercial Timber	na	na	na
Annual Timber Removal 1/	5.30 million cum (ForPeninsular Malayisa only)		
Annual Timber Growth Rate	2.0-2.5cum/ha/yr (For Pen.Msia only)		
Annual Allowable Cut	46,040 ha (For Pen Msia only)		
1/ If Removals exceeds growth rate, analyze impact in text.			

STRATEGIC INDICATOR TABLE: CONSTRUCTION MARKET			
Country:Malaysia			
Report Year:	1999	2000	2001
Total Housing Starts (number of units)	na	na	na
--Of which, wood frame	na	na	na
--Of which, steel, masonry, other materials	na	na	na
--Of total starts, residential	na	na	na
----Of residential, single family	na	na	na
----Of residential, multi-family	na	na	na
--Of total starts, commercial	na	na	na
Total Value of Commercial Construction Market ($US million)	na	na	na
Total Value of Repair and Remodeling Market ($US million)	na	na	na
Are tariffs on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	Equal		
Are tariffs on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	Equal		
Are non-tariff barriers on softwood from the United States higher, equal or lower than softwood imported from other countries? 1/	Equal		
Are non-tariff barriers on plywood from the United States higher, equal or lower than plywood imported from other countries? 1/	Equal		
Are there market development programs for construction, softwood or plywood imports funded by foreign governments?	None		
If yes, identify the following:			
--Country(ies)			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay ($US million) by country			

Is the acceptability of U.S. style timber frame construction (i.e., per building codes, mortgage availabity, etc.) high, medium or low? 3/	Medium		
Are consumer preferences for solid wood materials vis-a-vis non-wood materials in construction high, medium or low? 3/	Meduim		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 3/	High		
If price quotes for construction and structural wood products are available, identify the leading source(s)	Malaysian Institute of Architects and Malaysian Institute of Interior Designers		
1/ If other than equal, explain in report text.			
2/ If "other", then explain in report text.			
3/ If low or medium, explain in report text.			

STRATEGIC INDICATORS TABLE: FURNITURE & INTERIORS MARKET			
Country:Malaysia			
Report Year:	1999	2000	2001
Total Housing Starts (number of units)	na	na	na
Total Number of Households)	na	na	na
Furniture Production ($US million)	na	na	na
Interiors Market Size ($US million)	na	na	na
Total Furniture Imports ($US million)	28.0	30.0	34.0
Total Furniture Exports ($US million)	1026	1100	1300
Are tariffs on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	Equal		
Are non-tariff barriers on hardwood from the United States higher, equal or lower than hardwood imported from other countries? 1/	Equal		
Are there market development programs for furniture or interiors market expansion funded by foreign governments?	No		
If yes, identify the following:			
--Country(ies) 2/			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 3/			
--Estimated annual market expansion outlay ($US million) by country			
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 4/	high		
If price quotes for furniture and interiors products are available, identify the leading source(s)	Malaysian Furniture Industry Council		
1/ If other than equal, explain in text.			
2/ If more than one country, report each country individually.			

3/ If "other", explain form of subsidy in text.			
4/ If low or medium, explain in test.			

STRATEGIC INDICATOR TABLE: MATERIAL HANDLING MARKET			
Country:Malaysia			
Report Year:	1999	2000	2001
Total Value of Industrial Output ($US million)	14.5	15.8	17
New Pallet Production (million units)	na	na	na
Are consumer preferences for solid wood pallets and packaging materials vis-a-vis non-wood materials high, medium or low? 1/	high		
Are industry/trade preferences for repaired/recycled pallets over new pallets low, medium or high? 1/	low		
From Post's experience, is the willingness of U.S. suppliers to deliver product per importers' specifications low, medium or high? 1/	na		
Identify leading source(s) of price quotes:	Malaysian Packaging Association		
Are there market development programs for the materials handling market expansion funded by foreign governments?	None		
If yes, identify the following:			
--Which Countries?			
--Form(s) of competition: Export subsidy, trade show, trade servicing, permanent market representative (number), permanent office (location), or other. 2/			
--Estimated annual market expansion outlay ($US million) by country			
1/ If low or medium, explain in text of report.			
2/ If "other", explain in text of report.			

STRATEGIC INDICATOR TABLE: WOOD PRODUCTS SUBSIDIES			
Country:Malaysia			
Report Year:	1999	2000	2001
Total Solid Wood Export Subsidy Outlay ($US million)	None	None	None
Is there a ban on the export of logs, lumber, or veneer? If yes, which?	Yes - Logs from Pen. Msia and quota for East Msia		
Are there export taxes (yes/no)? 1/	Yes		
If yes, for which products? (Identify export tax level in tariff table)	refer to page17		
Source(s) of Export Subsidy Information	Not relevant		
Total Wood Production Subsidy Outlay ($US million)	Not relevant		
Are there any programs favoring the development of commercial forestry?	Yes		
If yes, Post best estimate of scope (thousands of hectares)	See text		
If yes, Post's best estimate of financial outlay ($US million)	na		
Source(s) of Production Subsidy Information	Not relevant		
Does the country support export expansion activities similar to the Cooperator Program?	Yes		
--Which country markets are targeted?	Japan, China and Middle East		
--Which products are targeted?	Mainly Lumber furniture and moldings		
Are there significant wood products export expansion activities at the provincial or regional level?	None		
--If yes, identify key players			
--If yes, identify key market segments			
--If yes, identify key country markets			
--If yes, identify key products			

--Post's estimate for combined outlay ($US million)			
Source(s) of Provincial/Regional Support Information			
Are there other wood products export expansion activities? If yes, describe in report.	Yes		

STRATEGIC INDICATOR TABLE: FOREST PRODUCT TARIFFS AND TAXES (percent)						
		Tariff	Tariff	Other		
Country:	Product	Current	Following	Import	Total Cost	Export
Report Year:	Description 1/	Year	Year	Taxes/Fees	of Import	Tax
4401	Fuel Wood	20%	20%			0
4403	Wood in rough	0	0			0 to 15%
4404	Poles/piles	10 to 20%	10 to 20%			0
4405	Wood wood/flour	5 to 20%	5 to 20%			0
4406	Rail Sleepers	5%	5%			0
4407	Lumber, sawn lengthwise	0	0			0
4408	Veneer/plywood	0 to 20%	0 to 20%			0
4409	Lumber, molded and rounded	20%	20%			0
4410	Particle Board	20%	20%			0
4411	Fibreboard of wood	20%	20%			0
4412	Veneered Panel	25 to 40%	25 to 40%			0
4413	Densified wood	20%	20%			0
4414	Wooden frames	20%	20%			0
4415	Packing cases/pallets	20%	20%			0
4416	Cask/Barrel/Vat/Tub	20%	20%			0
4417	Tool/handles	20%	20%			0
4418	Builders' joinery	20%	20%			0
4419	Wooden tableware	20%	20%			0
4420	Jewellery cases	5 to 20%	0 to 20%			0
4421	Other wooden articles	0 to 20%	0 to 20%			0
4422	na					
4423	na					

4424	na					
4425	na					
Pre-fabricated Houses, a subsection under chapter 96						
9406	Prefab building-wood25%	5 to 30%	25%			0
1/ Insert additional lines for Commodity tariff identification should tariffs vary within						
the four-digit designation.						